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PAGE 01 STATE 036554

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TO AMEMBASSY ALGIERS PRIORITY

AMEMBASSY CAIRO PRIORITY

AMEMBASSY KHARTOUM PRIORITY

AMEMBASSY KUWAIT PRIORITY

AMEMBASSY RABAT PRIORITY

AMEMBASSY TEHRAN PRIORITY

INFO AMCONSUL CASABLANCA

AMEMBASSY PRAGUE

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E.O. 11652:

TAGS: BTRA, AG, EG, SU, MO, IR, KU

SUBJECT: TRAVEL OF ALLIS-CHALMERS CHAIRMAN SCOTT AND PARTY

1. DAVID C. SCOTT, CHAIRMAN OF BOARD AND CHIEF EXECUTIVE
OFFICER OF ALLIS-CHALMERS, PLANNING TO LEAD FEBRUARY-MARCH
CORPORATE MISSION TO ADDRESSEE POSTS IN MIDDLE EAST AND
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PAGE 02 STATE 036554

AFRICA. PURPOSE OF TRIP--WHICH ALTHOUGH SCOTT'S FIFTH TO

MIDDLE EAST IN 15 MONTHS, WILL BE HIS FIRST TO SUDAN, MOROCCO AND ALGERIA--IS EXPANSION OF ALLIS-CHALMERS EFFORTS IN REGION. TRIP, BY CHARTER AIRCRAFT, EXPECTED TO LEAD TO VARIETY OF NEW INITIATIVES. GROUP DESIRES TO HOLD DISCUSSIONS WITH EMBASSY OFFICERS, HOST OFFICIALS AND PRIVATE BUSINESS REPRESENTATIVES WITH VIEW TO DETERMINING NEEDS AND OPPORTUNITIES IN THESE COUNTRIES AS THEY MAY RELATE TO ALLIS-CHALMERS CAPABILITIES. CORPORATION REPRESENTATIVES HAVE DISCUSSED VISIT WITH WASHINGTON EMBASSIES, RECEIVING EXPLICIT OFFERS OF ASSISTANCE FROM MOROCCANS AND SUDANESE, BUT WOULD APPRECIATE EMBASSY BRIEFINGS AND HELP WITH APPOINTMENTS. GIVEN SCOTT'S STATURE IN INTERNATIONAL BUSINESS AND MAJOR EFFORT ALLIS-CHALMERS IS MAKING IN THIS REGION, WE WOULD APPRECIATE YOUR AFFORDING, AS FEASIBLE, ALL APPROPRIATE ASSISTANCE.

2. PARTY TO CONSIST OF MR. AND MRS. DAVID C. SCOTT; JOSEPH H. MALONEY, EXECUTIVE VICE PRESIDENT; AND WILLIAM P. BELL, AREA VICE PRESIDENT FOR AFRICA AND MIDDLE EAST.

3. ITINERARY FOR SCOTT PARTY IS AS FOLLOWS:

TEHRAN--FEBRUARY 28-MARCH 2

KHARTOUM--MARCH 5-MARCH 8

RABAT/CASABLANCA--MARCH 8-MARCH 10

ALGIERS--MARCH 10-MARCH 13

CAIRO--MARCH 13-MARCH 15

4. IN ADDITION TO VISITS INDICATED ABOVE, MALONEY AND BELL ONLY PLAN VISIT TO KUWAIT ON MARCH 2-5 FOR DISCUSSIONS WITH EMBASSY AND LOCAL OFFICIALS. MR. AND MRS. SCOTT WILL BREAK TRIP FOR VISIT TO CZECHOSLOVAKIA ON MARCH 3-5 (FOR MEETING OF CZECH-U.S. BUSINESS COUNCIL, OF WHICH SCOTT IS CHAIRMAN OF U.S. SECTION) AND THEN TRAVEL TO KHARTOUM MARCH 5 TO REJOIN GROUP AND CONTINUE ITINERARY.

5. ALLIS-CHALMERS IS MANUFACTURER AND EXPORTER OF HEAVY INDUSTRIAL EQUIPMENT, INCLUDING: (A) EQUIPMENT FOR PROCESSING AGGREGATE, COAL, MINERALS AND FLUIDS; (B) AGRICULTURAL EQUIPMENT SUCH AS TRACTORS, COMBINES AND IMPLEMENTS; (C) DIESEL ENGINES, INDUSTRIAL TRUCKS (FORK LIMITED OFFICIAL USE

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PAGE 03 STATE 036554

LIFTS), AND HEAVY CONSTRUCTION MACHINERY; AND (D) ELECTRICAL PRODUCTS TO GENERATE, TRANSMIT, CONTROL AND REGULATE ELECTRICITY. (FYI: APART FROM U.S. CZECH COUNCIL, SCOTT PERSONALLY IS MEMBER OF IRAN-U.S. JOINT BUSINESS COUNCIL, EGYPT-U.S. ECONOMIC COUNCIL, PRESIDENT'S EXPORT ADVISORY COUNCIL, AND IS CHAIRMAN OF NORTH CENTRAL REGIONAL EXPORT COUNCIL.)

6. FOR TEHRAN: SCOTT PARTY ARRIVES TEHRAN AFTERNOON OF FEBRUARY 28, WILL STAY AT ROYAL TEHRAN HILTON. SCOTT AND MALONEY WILL ATTEND MEETING OF THE IRAN-U.S. BUSINESS COUNCIL. IN ADDITION, SCOTT AND MALONEY DESIRE APPOINTMENT WITH IRANIAN MINISTER OF AGRICULTURE, MANSUR ROUHANI ON MARCH 2 AND WOULD APPRECIATE EMBASSY ASSISTANCE IN ARRANGING FOR THIS.

7. FOR KUWAIT: MALONEY AND BELL ONLY WILL ARRIVE KUWAIT AFTERNOON MARCH 2 AND DEPART MORNING OF MARCH 5. WILL STAY AT KUWAIT HILTON. MALONEY WOULD APPRECIATE OPPORTUNITY TO MEET BRIEFLY WITH CHARGE TO DISCUSS COUNTRY POLITICAL AND ECONOMIC SITUATION AND SUCH ASSISTANCE AND APPOINTMENTS AS EMBASSY ABLE TO PROVIDE. ECONOMIC/ REPRESENTATIVE APPRISED OF PLANNED ABSENCE OF ECONOMIC/ COMMERCIAL OFFICERS TO TUNIS WEEK OF VISIT AND EXPRESSED APPRECIATION OF SITUATION AND WHATEVER HELP EMBASSY ABLE TO RENDER UNDER CIRCUMSTANCES.

A) ALLIS-CHALMERS HAS AN INTEREST IN AGRICULTURAL AND RELATED PROJECTS IN THE SUDAN WHICH ARE WHOLLY OR PARTIALLY FINANCED BY KUWAIT FUND FOR ARAB ECONOMIC DEVELOPMENT, ARAB FUND FOR ECONOMIC AND SOCIAL DEVELOPMENT OR BY PRIVATE KUWAIT INVESTMENT COMPANIES. IN VIEW OF THIS, MALONEY AND BELL WOULD APPRECIATE OPPORTUNITIES TO MEET WITH SENIOR OFFICIALS OF THESE INSTITUTIONS AT ANY CONVENIENT TIME ON MARCH 3 OR 4 OR MORNING OF MARCH 5. IF FEASIBLE, REQUEST EMBASSY ASSISTANCE IN SECURING APPOINTMENTS WITH DIRECTOR GENERAL OF THE KUWAIT FUND FOR ARAB ECONOMIC DEVELOPMENT ABDUL LATIF AL-HAMAD AND WITH SAAB AL-JARODI OF THE ARAB FUND FOR ECONOMIC AND SOCIAL DEVELOPMENT. IN ADDITION, AND SUBJECT TO EMBASSY'S JUDGMENT AS TO APPROPRIATENESS, IT MIGHT BE WORTHWHILE FOR MALONEY AND BELL TO MEET WITH LIMITED OFFICIAL USE

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PAGE 04 STATE 036554

SENIOR OFFICIALS OF KUWAIT INVESTMENT COMPANY; KUWAIT FOREIGN TRADING, CONTRACTING AND INVESTMENT COMPANY; INVESTMENT DEPARTMENT OF MINISTRY OF FINANCE OR CHAMBER OF COMMERCE AND INDUSTRY (ABDUL AZIZ AL-SAGAR).

B) ALLIS-CHALMERS IS ALSO INTERESTED IN BIDDING ON A JOINT KUWAIT-MAURITANIAN PROJECT INVOLVING CONSTRUCTION OF A LARGE IRON ORE PELLETIZING PLANT IN MAURITANIA. TO ASSESS DEGREE OF KUWAIT INTEREST IN PROJECT, MALONEY AND BELL WOULD LIKE TO MEET WITH ABDULLAY E. AL-SALEH, MANAGING DIRECTOR OF KUWAIT METAL PIPE INDUSTRIES COMPANY K.S.C. (TELEPHONE 184-911) WHILE IN KUWAIT. ALLIS-CHALMERS WILL TELEX AL-SALEH REQUESTING APPOINTMENT FOR MALONEY/BELL SOMETIME ON MARCH 3 OR 4 BUT WOULD APPRECIATE YOUR COORDINATING THIS APPOINTMENT WITH OTHERS DISCUSSED IN

PARAGRAPH ABOVE.

8. FOR KHARTOUM: PARTY WILL ARRIVE KHARTOUM EVENING OF MARCH 5 AND DEPART MORNING OF MARCH 8 FOR MOROCCO. WILL STAY AT SUDAN HOTEL. SCOTT WOULD APPRECIATE AMBASSADOR BREWER'S MEETING WITH PARTY FOR FEW MINUTES ON MARCH 6 AND EMBASSY'S PROVIDE BRIEFING ON ECONOMIC AND POLITICAL SITUATION IN THE SUDAN. IN ADDITION, EMBASSY ASSISTANCE IS REQUESTED IN SECURING APPOINTMENTS FOR SCOTT WITH: MINISTER OF AGRICULTURE, FOOD AND NATIONAL RESOURCES, MAJOR ABU EL GASIM MOHMED IBRAHIM; STATE MINISTER FOR ECONOMY, OSMAN HASHIM ABD SALAM; MINISTER OF INDUSTRY BADR AL-DIN SULIMAN; AND CHAIRMAN OF THE SUDAN DEVELOPMENT CORPORATION MOHMED ABDEL MAGID. IN ADDITION TO THESE MEETINGS AND AS TIME PERMITS, SCOTT WOULD APPRECIATE OPPORTUNITY TO MEET WITH HIGH OFFICIALS OF THE GEZIRA PROJECT; AZL INTERNATIONAL CORPORATION; AND ARAB ORGANIZATION FOR AGRICULTURAL DEVELOPMENT.

9. FOR RABAT: PARTY WILL ARRIVE CASABLANCA AFTERNOON OF MARCH 8 AND DEPART FOR RABAT ON MORNING OF MARCH 9. WILL DEPART RABAT LATE AFTERNOON MARCH 10 FOR ALGIERS. PARTY WILL STAY AT CASABLANCA HOTEL IN CASABLANCA, AND AT RABAT HILTON IN RABAT. SCOTT WOULD APPRECIATE AMBASSADOR'S MEETING WITH PARTY FOR FEW MINUTES ON MARCH 9 AND EMBASSY'S PROVIDING BRIEFING ON POLITICAL AND ECONOMIC SITUATION IN LIMITED OFFICIAL USE

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PAGE 05 STATE 036554

MOROCCO. IN ADDITION, EMBASSY ASSISTANCE REQUESTED IN SECURING APPOINTMENTS FOR SCOTT WITH MINISTER OF AGRICULTURE SALEH M'VILY, WITH MINISTER OF INDUSTRY AND MINES ABDELLATIF GHISSASSI, AND WITH SECRETARY OF STATE FOR PLANNING AND REGIONAL DEVELOPMENT TAYEB BENCHEIKH. IF EMBASSY JUDGES THAT OTHER APPOINTMENTS WOULD BE BENEFICIAL TO GAINING FULL APPRECIATION OF MOROCCAN MARKETS FOR ALLIS-CHALMERS PRODUCTS, ARRANGEMENTS WOULD BE APPRECIATED. IN THIS CONNECTION, MOROCCAN EMBASSY IN WASHINGTON SUGGESTS SCOTT MEET ALSO WITH SECRETARY OF STATE FOR ECONOMIC AFFAIRS BEL KHAYAT.

10. FOR ALGIERS: PARTY ARRIVES ALGIERS EVENING MARCH 10 AND DEPARTS FOR CAIRO ON EVENING MARCH 12. WILL STAY AT SAINT GEORGE HOTEL. SCOTT WOULD APPRECIATE AMBASSADOR'S MEETING WITH PARTY FOR A FEW MINUTES ON MARCH 11 AND EMBASSY'S PROVIDING BRIEFING ON POLITICAL AND ECONOMIC SITUATION IN ALGERIA. IN ADDITION, EMBASSY ASSISTANCE WOULD BE APPRECIATED IN SECURING APPOINTMENTS FOR SCOTT WITH: MINISTER OF AGRICULTURE AND AGRICULTURAL REFORM MOHAMMED TAYEBI, MINISTER OF INDUSTRY AND ENERGY BELAID ABDESSALEM; MINISTER OF COMMERCE LAYACHI YAKER; DIRECTOR

OF EXTERNAL TRADE SALIM KELLADI; AND AHMED SEBBAH,
DIRECTOR GENERAL OF NATIONAL COMPANY SONAMA.

11. FOR CAIRO: PARTY ARRIVES EVENING MARCH 12 AND DEPARTS
MORNING MARCH 15. WILL STAY AT NILE HILTON. PARTY WILL
ATTEND CAIRO INTERNATIONAL FAIR. SCOTT REQUESTS EMBASSY
ASSISTANCE IN OBTAINING AN APPOINTMENT WITH MINISTER OF
AGRICULTURE OSMAN BADRAM ON MARCH 14. RONALD BROWN,
ALLIS-CHALMERS' REPRESENTATIVE IN CAIRO, WILL CONTACT
MERRICK WEEK OF FEBRUARY 16 TO CONFIRM ARRANGEMENTS. KISSINGER

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